

**Chetan Chawla**

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## Career Objective:

To be part of a well-established organization where I can enhance my skills & competencies for personal development and further achieve organization's goal.

## Experience

**Name of Organization:** ICICI Prudential Life Insurance

**Designation:** Account Manager

**Department:** Retail Through Groups – RTG

**Duration:** 04 June 2018 – Till date

**Job Role/Responsibilities:** B2B2C Process (New customer acquisition and providing services to existing customers).

- **Primary and Secondary research** - Search for the new corporate in Delhi NCR and crack them through field visit and cold calling.
- Cold calling on daily basis to fix the appointment with HR or Admin's head
- **B2B** - Selling Group Term Life (GTL) and EDLI at corporate level.
- Gathering information about company's employee benefit offerings and requirements
- Pitch offerings via presentations to CXO's and Business heads.
- Making Proposals and Presentations for specific requirements.
- Organizing Corporate's engagement Activities and collecting leads.
- Maintaining relation with Clients (HR or Admin Head or decision-making person) and vendors (Hospital's teams).
- Managing and Tracking daily follow-ups on leads from the assigned teams (PSF, Agency, ICICI Bank and RTG Frontline team)
- Achieving target for engagement count, lead generation, Group Term Insurance quotations and business generation.
- Motivate and Guide and Accompany front line teams to sell Insurance and Investment Plans to corporate prospects.

## Summer Internship at IBS Gurgaon (16 weeks)

**Company:** Quattro Global Services

**Project Title:** Marketing Research for targeted global SMBs

**Project Area:** Marketing

**Project Synopsis:** Research for any missing or invalid information required to generate target list for the business development team through secondary tools like Guidestar, Social networking, Hoovers, Google etc. and using Salesforce.com (CRM Tools) for pipeline analysis, fetching and uploading data, lead transfer, etc.

**Work Given:**

- Data Validation and Improvisation
- Making TAP (Target Account Plans)
- Working on Outlook and CRM Tool

**Duration:** 16 weeks

## Other Projects Undertaken:

**Name of Organization:** Amazon

**Designation:** ATES (Amazon Trained Ecommerce Specialist)

**Duration:** June 2017 – Oct 2017

**Job Role/Responsibilities:** Providing support to sellers and help them by solving their query

**Name of Organization:** A\$D Skills Placements

**Designation:** 2 months

**Duration:** HR Recruiter

**Job Role/Responsibilities:** Pulling Data from monster.com and providing Jobs to job seekers

### Computer Proficiency:

- MS-Offices
- Tally ERP9
- CRM Tool
- Outlook

### Professional Skills

- Presentation and Public Speaking
- Product Pitch & Demo
- Prospecting & Targeting
- Client Acquisition
- Accounts Management
- Strong motivational and leadership skills.
- Team working
- Team Leader
- Good observer.
- Business Development

### Awards/Achievements:

- **Amazon.in:** Certified as a Trained Ecommerce specialist.
- **Autoportal:** Letter of appreciation for image capturing.

### Hobbies:

- Photography
- Surfing Internet and Listening to Music
- Exploring new places and Socializing
- Playing Cricket and Football

### Educational Qualification:

- PGPM in marketing from IBS Gurgaon with 6.9 CGPA (2016-2018)
- Graduation in B. Com (Hons) from Ramanujan College, University of Delhi with 69% (2013-2016)
- Senior secondary schooling from Guru Harkrishan Public School- Kalka Ji with 75% (2012-2013)
- Secondary schooling from Guru Harkrishan Public School- Kalka Ji with 5.6 CGPA (2012 - 2011)

### Extra-Curricular / Co- Curricular Activities

- Member of core committee of Research club of (IBS-Gurgaon)
- Member of Sportartens (Core committee at IBS Gurgaon)
- Sub head of Technical Department at RamComm (Commerce Society)
- Cinematographer at First Cut (The Film Making Society of Ramanujan College)
- Member of Career Development Cell of Ramanujan College
- Volunteer at Centre for Ethics and Value
- Participated in Antardhavani (Cultural Fest of University of Delhi) and prepared a documentary film.

### Personal Details

- Date of Birth 25<sup>th</sup> July 1995
- Languages Know English, Hindi and Punjabi
- Permanent Address 11/338 DDA Flats Kalka Ji New delhi-110019